

REAL ESTATE SALESPERSON (RES) COURSE SYLLABUS**6 DAYS (3 WEEKENDS RES CRASH COURSE)**(INTAKE 109) 4th August 2018 to 26th August 2018 (8.30 am to 6.30 pm)

- 8.30 am to 1 pm (First Half)
- 1 pm to 2 pm (Lunch Break)
- 2 pm to 6.30 pm (Second Half)



Presented By

BENCHMARK REALPRO IS A CEA-APPROVED COURSE PROVIDER FOR THE RES COURSE **Benchmark RealPro Pte Ltd****REAL ESTATE SALESPERSON COURSE (PAPER 1)****COMPETENCY UNIT 1: REAL ESTATE AGENCY INDUSTRY OVERVIEW**

DATE / DAY	LSN	UNIT	TOPICS
4 TH AUGUST (SAT)	1	1.1	Real Estate Market And Submarkets
		1.7	Factors Affecting Market Value (Prices)
	2	1.13	Basic Land Law Concepts

COMPETENCY UNIT 2: DEALINGS WITH INTERESTS IN LAND

5 TH AUGUST (SUN)	3	2.1	Basic Concept of Common Law, Equity and Statute Law
	4	2.14	Law Of Agency
		2.25	Landlord and Tenant Law
18 TH AUGUST (SAT)	5	2.34	Negligence
	6	2.37	Gift
		RES MOCK EXAM FOR PAPER 1 & REVISION	

REAL ESTATE SALESPERSON COURSE (PAPER 2)**COMPETENCY UNIT 3: – REAL ESTATE MARKETING**

19 TH AUGUST (SUN)	7	3.1	Regulation Of Real Estate Agency Industry
		3.1.37	Professional Service Manual
	8	3.2	Role And Functions Of Real Estate Agencies And Salespersons
		3.14	Special Schemes Unique To Sentosa Cove
		3.21	Principles Of Real Estate Marketing
		3.35	Methods Of Sale
25 TH AUGUST (SAT)	9	3.43	Marketing Of Residential Property
		3.45	Marketing Of Commercial Property
		3.48	Marketing Of Industrial Property

COMPETENCY UNIT 4: PROPERTY TRANSACTIONS – LAWS AND PRACTICES

25 TH AUGUST (SAT)	10	4.1	Sale of Uncompleted Private Properties
		4.6	Sale of Completed Private Properties
		4.7	Collective Sale of Private Properties
26 TH AUGUST (SUN)	11	4.8	Sale of HDB flats
		4.27	Ascertaining Buyers' Eligibility for CPF Housing Grant
26 TH AUGUST (SUN)	12	4.40	Foreign Worker Housing
		4.41	Taxes on Property
		RES MOCK EXAM FOR PAPER 2 & REVISION	